

among all Canadians of the world, and to greater knowledge about the world. That is why the efforts of the CBIE are so important. And it is for these reasons that I welcome this opportunity to speak to the Canadian Bureau for International Education and to the companies that support the Bureau. You have taken an important step in building a prosperous future for Canada.

A newly competitive Canada will be created through co-operation and partnership. Competitive businesses in the next century will be those that have found partners and strategic allies with complementary capabilities.

Co-operation and partnership are driven by market demand for sustainable and specialized products, non-stop innovation, more efficient computer-based production, flexibility and speed. The best product development comes from cross-functional teams that cut across traditional business boundaries and move into increasingly complex networks which include every part of our society. This type of partnership for competitiveness -- partnership which includes every segment of our society -- will keep Canada in the vanguard of international competitiveness.

No partnership makes more sense and is more natural than one between Canada's post-secondary institutions and business. None is more valuable to Canada's future than this natural pairing of the world of ideas and the world of making ideas a reality. Partnership and co-operation between Canada's post-secondary institutions and businesses can help businesses compete and prosper. They can help colleges and universities provide the skills and learning tools Canadians need to prosper in all areas, as individuals and as a society. They can help Canada compete and prosper as a knowledge-based industrial economy. Partnership and co-operation between industry and universities have long proven they can create new opportunities for business.

Working with the Food Science department of the University of Manitoba, Export Packers Co. of Winnipeg solved a problem and created a new product. The problem Export Packers faced was the disposal of 44,000 kilograms of wet egg shells every week -- the waste from the company's production of dehydrated egg powders and liquid frozen egg yolk used in food processing. It was costing Export Packers \$100,000 a year in trucking charges to take the egg shells to a waste disposal site. The company found that there is a market for dry egg shells as a calcium substitute in chicken feed. Working with the researchers at the University of Manitoba, they developed and tested a process to dry and powder the egg shells. This process has created a new, \$100,000-a-year market for Export Packers, cut the company's handling costs and helped the environment by cutting down on waste dumped in disposal sites.